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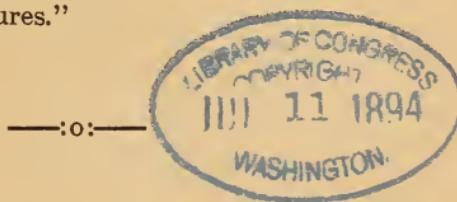
THE  
SECRET OF SUCCESS

BY

FRANK E. MITCHELL.

—:o:—

“There is a tide in the affairs of men,  
Which taken at the flood, leads on to fortune:  
Omitted, all the voyage of their life  
Is bound in shallows and in miseries.  
On such a full sea are we now afloat ;  
And we must take the current when it serves,  
Or lose our ventures.”



NEW YORK, 11589-Z

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# HOW TO SUCCEED IN LIFE.

“NOTHING SUCCEEDS LIKE SUCCESS.”

Valuable Pointers for Everyone whose Aim is to get out of Life  
the Best Possible Results.

Many years of study, Experience and Observation  
“BOILED DOWN.”

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“KNOWLEDGE IS POWER.”

A book of largest value to every man and woman, young or old—regardless of their present condition—who desires to succeed.

PRACTICAL—NOT THEORETICAL.

COMPILED AND EDITED BY  
FRANK E. MITCHELL.

SUCCESS PUBLISHING Co.,  
449 GRAND ST.,  
NEW YORK.

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M.Y.C.*

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NEW YORK CITY.

## PREFACE.

“A word to the wise is sufficient.”

“Speak not in the ears of a fool: for he will despise the wisdom of thy words.”

“The knowledge that a man can use is the only real knowledge; the only knowledge that has life and growth in it and converts itself into practical power. The rest hangs like dust about the brain, or dries like raindrops off the stones.”—FROUDE.

Personal experience is a teacher from whom we learn the most practical lessons, but too often we have to pay for such experience, a price altogether incommensurate with the lesson learned. If we would but lay aside egotism and self-conceit, and face the situation in which we find ourselves, and study it from the standpoint of the failures or successes that have come to others similarly placed, we would be enabled to steer away from the pitfalls of failure and grasp the cords which draw toward success.

No one man knows it all. “It takes all mankind to make a man.” It is to the honor of human nature that the best fruits of all together suffice for no more than to make each one what he may be.

The author has learned in the school of experience—a portion of which learning is the result of mistakes on his part—many things which might have been acquired in a less expensive manner; he has had chances for observing men and their methods, and the result of these methods, and he has made use of these opportunities. From this experience and observation this little book has its being.

It has been his endeavor to condense and arrange the matter herein contained, in a way that will encourage all those who may peruse its pages to put forth their best efforts. He has aimed to use only such illustrations as have a direct bearing on the subject of success, and which will tend to guide youth—and, perhaps, some who are no longer young—into the paths which lead to the desired end, and, at the same time, to place a warning at every corner where one might be induced to wander into roads which end in failure.

If by his work any are started on “the road that is right,” or if it serves to prevent mistakes that bring failure and remorse, his object will have been accomplished.

Yours for Success,

F. E. M.

NEW YORK, March, 1894.

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## THE SECRET OF SUCCESS.

The man who is unconscious of the means whereby he attains his ends, will succeed in attaining them only now and then, intermittently, spasmodically. True success is not the result of luck, guess or chance; it is the ripened fruit of persistent industry wedded to intelligent conception, and the reason why so few of those who try, succeed, is not that they set the standard too high, or that they have not the ability to reach it, but because they lose heart on the road, relax effort, yield to discouragements, and so become careless or indifferent. They lose sight of the end they had in view and allow themselves to drift with the current, resting on their oars Micawber like, waiting for something to turn up. The world is full of such people. One sees them everywhere—good fellows we call them; true, they go to make up the social economy, but so

far as the world gets anything out of them, or is made better because they are in it, they may as well have been sticks or stones as men.

What the world needs is men with pluck, grit, "sand" and that indomitable will-force that causes a man to ride rough shod over all obstacles—in the phrase of the day to "get there" risk or no risk. I believe that most men have one or more of these elements in their make-up, and if I can but succeed in arousing this in-dwelling, dormant power into action in any of the readers of this book, it will have fulfilled the mission upon which it was sent.

If you were about to embark upon a voyage of discovery to some country of which little or nothing was known, how solicitous you would be about your equipment, and how thoroughly you would study all routes that could possibly be taken in your anxiety to select the one that promised the best results; how earnestly you would reflect upon the difficulties and dangers you would be likely to encounter, that you might devise the best way to avoid them. No detail would be too trivial for consideration and when

you had done your best would you not fear lest something had been overlooked? Once started how unremittingly you would bend every effort toward the accomplishment of your object. Your vigilance would be without abatement or cessation until success had crowned your purpose.

How much more important then, the necessity of careful preparation towards making this voyage of life, whose passage is fraught with difficulties and dangers that wreck all but the staunchest craft.

The ocean of life, is more tempestuous than natural seas, unreliable and treacherous to a degree that only those who have navigated it know. Insincerity, allurement, baneful influence, greed, strife, unfair advantage, hatred and malice, are but a few of the shoals, pitfalls or quicksands, to be encountered on life's journey.

Happy indeed, then, is he who sets himself down and wisely counts the cost; who plans the battle and fights it out with an eye single to victory.

If your son, the boy you had carefully reared,

was about to start in business in some distant city, away from your paternal and watchful care, how earnest would be your counsel to him concerning places and things to be avoided and the society and influence to be sought. How thoroughly you would advise him to cultivate the virtues which go to make the man and avoid the vices whose fruit is ruin.

The world has not grown any wiser in this regard than it was when Polonius gave the following parting advice to his son Laertes:

And these few precepts in thy memory  
See thou character. Give thy thoughts no tongue,  
Nor any unproportioned thought his act.  
Be thou familiar, but by no means vulgar.  
Those friends thou hast, and their adoption tried,  
Grapple them to thy soul with hoops of steel;  
But do not dull thy palm with entertainment  
Of each new hatched, unfledged comrade.

\* \* \* \* \*

Give every man thine ear, but few thy voice;  
Take each man's censure, but reserve thy judgment.  
Costly thy habit as thy purse can buy,  
But not expressed in fancy; rich, not gaudy;  
For the apparel oft proclaims the man.

\* \* \* \* \*

Neither a borrower nor a lender be;  
For loan oft loses both itself and friend,  
And borrowing dulls the edge of husbandry.  
This above all: to thine own self be true,  
And it must follow, as the night the day,  
Thou canst not then be false to any man.

SHAKESPEARE.

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One of the most important things relating to success in life is self control. A man who expects or desires success should never permit his temper to get the better of his judgment. He should never allow himself to utter a hasty word. Cool calculation will win where hasty words or acts will lose. Be prompt in everything, hasty in nothing.

"He that is slow to anger is better than the mighty; and he that ruleth his spirit than he that taketh a city."

## DEGREES OF SUCCESS.

Whatever success may mean in the abstract, to you, reader, it means the fulfillment of desire, the attainment of the end you had in view. Success is a qualified quantity, that is to say, it is progressive, yet conditional—to put it more plainly, it varies as individual ideals, temperaments, environment, natural gifts and inclinations vary. For these reasons not many men are successful in the same direction, but I truly believe all may succeed in some direction. A small success satisfies some men, others are ambitious on wider lines, others yet who do not count themselves successful unless they are in the van, grand marshals of the procession.

In the battle of life all cannot be generals; the field, staff, line, rank and file go to make up the army. Each individual has his place and a work to do, and if the work is well done, promotion follows. I have said success is qualified,

by that I mean it is a thing of degree, and success becomes real, only when that degree is reached, and ambition satisfied.

To illustrate, take the case of the ordinary farm hand, his ambition is to own a small farm, to marry, rear a family and give his children the start in life which he did not have—if he accomplishes this, he has met success. So the man who contracts to build a ship according to plans and specifications, guaranteeing a certain displacement and a minimum rate of speed, if he fulfills his contract, he has earned success. Now in the case of the farmer or the shipbuilder, it does not necessarily follow that they will not go forward to other successes; the one may buy a larger farm and the other build a better and a faster ship. Success is circumscribed only by the ability of the man to command it.

Consider a moment the matter of financial success—and there are thousands of men who think that money is the only measure of success, of whom I am not one—perhaps there is no way in which the degree in success is so clearly shown.

In our grandfathers' day \$10,000 was a competence and the possessor of \$50,000 was considered rich. Taking it for granted that the \$10,000 man and the \$50,000 man wrought for their money—that it represented an equivalent of energy, industry and perseverance—one cannot deny their success, yet from a superficial point of view one was five times as successful as the other. But in these days when fortunes have reached colossal proportions, the multi-millionaire looks down upon the little fellow with his one or two hundred thousand almost with contempt—when the cold fact is, that gauged by his gifts, the \$200,000 man has been as successful as his vastly richer brother. So it would seem that success is not only a thing of degree, but the gifts, the necessary qualifications, are things of degree also. They vary as human nature varies, and are not exactly alike in any two individuals. Yet analysis of the fundamental principles which govern and control all success will show that each successful man possessed the same ingredients. They do not differ in kind but do differ in degree.

## SUCCESS IN BUSINESS.

Success in business depends to some extent upon circumstances, but there are certain rules and requirements which must not be ignored.

Before entering a business or profession you should feel assured that you are qualified for the calling you have chosen. Many a man has wrecked what might have been a successful life, by getting into the wrong niche at the start and sticking there. This decided—how and when to start—bend all your energies toward the end you have in view. Recreation or enjoyment should be given no entertainment until you have done full and complete justice to your business; if it does not interest you wholly, be sure you are in the wrong pew. Master every detail of your business, become an authority, make it your object to stand at the head of your particular business.

Leave outside speculation alone, you cannot make one business bolster another. Few men can attend to more than one business at a time and succeed.

Do not tell stories during business hours; if they have any place in life at all, tell them in leisure hours.

When you go home leave your business affairs behind you; the recital of them will not add to your home enjoyment, and will likely bore your friends.

Make promptness, order, system and regularity your watchwords

Do not dabble with business of which you know nothing, nor deceive yourself by thinking you know another man's business better than he does himself. If you do, then you must expect to be called a busybody and a meddler in what does not concern you.

Avoid sharp words and personalities; they will bring you neither business nor friends, and may lose you both.

Do not build up a reputation for eccentricity. Keep clear of the law—unless you make it

your profession; it is better to lose \$5.00 unjustly than to spend \$500.00 to recover it.

“Beware  
Of entrance to a quarrel: but, being in,  
Bear’t that the opposed may beware of thee.”

Attend to your business correspondence promptly, write clearly, briefly and to the point. Never write anything you do not mean, and would not be willing to stand by if forced so to do in court. Many men have thought of this when too late.

Be careful about your appointments. Keep memoranda of them. Appointments once made become debts. “If I have made an appointment with you I owe you punctuality; I have no right to squander your time if I squander my own.”

Be liberal and help others when you can, but never give what you cannot afford simply because your neighbor, who can afford it, gives.

If possible, keep ahead of the times, anticipate the wishes of your customers; study the market from their standpoint as well as from your own.

Use your own brains. Do not depend upon others to think for you. Have as few confidants

as possible, the fewer the better. Make few promises, but keep every promise that you do make, or early make known your inability to do so.

Endorse no man's note, become surety for others under no circumstances. If you can afford to help your friends, and desire to do so, do it directly; but do not make yourself liable for the default of another.

Read carefully and follow these common sense rules of business, and success will attend your efforts.

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The wise carry their knowledge as they do their watches not for display but for their own use.—SIDNEY SMITH.

## WORK.

He who would succeed must work. "The race is not always to the swift, nor the battle to the strong," but the presumption favors the one who has these qualifications. Were I asked to name the most potent of failure's factors I would unhesitatingly say idleness. The average man if willing to work can succeed in some direction, even though his success is abridged or qualified.

The lazy man, the visionary, the half-hearted man, and the man who depends upon others to do the work which he ought to do himself, must fail *per se*.

Idleness is the *bete noir* of our generation. It is the dream of far too many of our young men and women to float through life gracefully and contentedly; such a life invariably yields the fruit of trial and failure, and this without regard to social position or financial standing.

Take life philosophically and be happy say they; but there are some philosophers who tell us we were not born to be happy, and surely it needs no philosopher to tell us we were not born to laziness.

The degree of success we attain is the measure of work we do. Work, work honestly, yet boldly, with a force and a dash that will bend or break down all opposition. The timid soul never wins in the battle of life; the man who cannot meet a difficulty without solicitude or a thrill of apprehension, courts failure and invites disaster.

The world cares but little about what you have been. It is what you are now, what you can and what you *will* do that regulates your standing and worth to the community in which you live, and if you have failed in an undertaking, it will not help you to dwell on your misfortune. Work is the only thing that will help you, the only power that will raise you an inch above your present level.

All legitimate work is honorable and if you cannot get the kind of work that is best suited

to your ideas or ability, take what you can get. It is better to drive a truck or sweep the streets than to remain idly brooding over your troubles, and if you do your work well, pocket all foolish pride and live on less than your income, you will make a gain and eventually get what you deserve.

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"Sloth, like rust, consumes faster than labor wears. The used key is always bright."—FRANKLIN.

## OPPORTUNITY.

What we, who want success, like best—though we do not always realize it—is work; and what we most need is an opportunity to work.

This is the way God is good to us. He did not give us the world with the houses all built; food ready to eat; books all written and clothes all made and ready to put on. He knew we should like nothing so much as building our own houses; raising our own food products; writing our own books and manufacturing our own clothing fabrics. He was kind to us in many ways, but He was kindest of all when He left something for us to do in the world.

Take for example any of the marvels of engineering skill which we possess to-day. God might have given them to us ready-made had He so chosen, but He was too kind for that;

what He did do, was to give us the opportunity to build them ourselves. True He furnished the granite and the iron, but the granite was buried in the mountain, and the iron in the earth. He did not even furnish us the implements necessary to work the quarry and the mine; but He gave us brains to make them, and taught us how to apply them to our use, that we might have the pleasure of creating those mighty monuments which testify to the transcendent power He has bestowed upon us.

The saddest thing in life is not so much in doing without things, as wasting an opportunity, or never having an opportunity to get them. Whittier writes:

“Of all sad words of tongue or pen,  
The saddest are these: It might have been.”

What a man wants is a chance. If he is not very talented, he does not expect to do much, or try to do much; but he likes to have the chance to do what he knows he can do, and do well.

The work of the world would never be done if we were not created with a tendency to like

to do the thing we can do the best. Animals do by instinct what God wants them to do, they do not have to be forced to do it; so then, if you expect to succeed in life, follow the bent of your inclination—always provided it is an honest one.

This is your opportunity. Do not allow yourself to be influenced in some other direction, or your judgment to be warped or biased by what others may say or think. Reason is high above instinct. Use your reason, bending every energy in the direction of your desire, and by patient, persevering industry, sooner or later, you will reach your Utopia.

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## CHARACTER.

Love of character, to him who would win success, furnishes a capital and yields an income, that can be gained in no other way. "No consolation" says Chatham, "comes to him at whom the slow, unmoving finger of scorn is pointed." "Love of character was the eagle on which Rome rose to empire." It was the "love of character animating the bosoms of her sons" upon which America depended in those early struggles that tried men's souls. Reputation—which is but another name for character—should be cherished as carefully as we cherish life itself, for, once lost, it can never be fully regained. We can build upon a broken reputation, but the structure will be seamed and marred, and in spite of all we can do we cannot wholly obliterate the scars. "Abstain from even the appearance of evil" says St.

Paul, and well for you, young man, just starting on the road to success, if you heed the warning. Above all things, shun intoxicants as you would a contagious disease. There is no success in the wine-glass, the whiskey-bottle or the beer-keg; their fruit is blasted hope, enfeebled body, remorse, ruin, death.

It is not my purpose to urge this question of temperance, only so far as it affects the subject matter of this book, but knowing, as I well do, that intemperance is the rock upon which are stranded yearly tens of thousands of our young men, otherwise well equipped by nature to make a success of life, I feel I should fall short of my duty and this book ignominiously fail in its mission, were I to keep silent concerning this most insidious foe to success.

Read Colonel Ingersoll's eulogy of whiskey, and then read Rev. Dr. Buckley's powerful paraphrase upon it and decide whose advice you will follow; and be sure of this, that as you decide, so far as you are concerned, you decide once for all the question of success or failure.

## INGERSOLL'S EULOGY OF WHISKEY.

"I send you some of the most wonderful whiskey that ever drove the skeleton from the feast or painted landscapes in the brain of man. It is the mingled souls of wheat and corn. In it you will find the sunshine and shadow that chased each other over the billowy fields, the breath of June, the carol of the lark, the dew of night, the wealth of summer and autumn's rich content—all golden with imprisoned light. Drink it, and you will hear the voice of men and maidens singing the "Harvest Home" mingled with the laughter of children. Drink it, and you will feel within your blood the startled dawns, the dreamy, tawny dusks of perfect days. For forty years this liquid joy has been within staves of oak, longing to touch the lips of man."

Rev. Dr. J. M. Buckley replied through the columns of the New York *Evening Telegram* as follows:

"We do not intimate that Colonel Ingersoll is a drunkard, but that he is in bondage to his own self-indulgent, reckless, arrogant spirit,

and that he understands license but knows nothing of true liberty.

No other man who possesses such wealth of language would debauch it to such a service. Had he studied the Bible he hates and his favorite Shakespeare he might have written truthfully:

#### THE DIREFUL WORK OF WHISKEY.

“I send you some of the most wonderful whiskey that ever brought a skeleton into the closet or painted scenes of lust and bloodshed in the brain of man. It is the ghosts of wheat and corn crazed by the loss of their natural bodies. In it you will find a transient sunshine chased by a shadow as cold as an arctic midnight in which the breath of June grows icy and the carol of the lark gives place to the foreboding cry of the raven.

“Drink it, and you shall have ‘woe,’ ‘sorrow,’ ‘babbling,’ and ‘wounds without cause;’ your ‘eyes shall behold strange women,’ and your ‘heart shall utter perverse things.’ Drink it deep, and you shall hear the voices of demons

shrieking, women wailing and worse than orphaned children mourning the loss of a father who yet lives. Drink it deep and long, and serpents will hiss in your ears, coil themselves about your neck and seize you with their fangs; for, ‘at last it biteth like a serpent and stingeth like an adder.’ For forty years this liquid death has been within staves of oak, harmless there as purest water. I send it to you that you may ‘put an enemy in your mouth to steal away your brains.’ And yet I call myself your friend.”

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## EDUCATION.

A university education is an excellent addition to a young man's equipment, but some of the most helpless men in the struggle with the world are those with a college education; while some of the strongest, brightest and most successful men the world has ever known have been self-made, and possessed little or none of what is commonly called education, but they did possess practical knowledge.

The best capital for young men, according to Chauncey M. Depew, is "legs and brains." This is what he said in an admirable address before an enthusiastic audience at the New York Trades School. The great difficulty with young men now-a-days is that they are not educated sufficiently for the professions, but are too well educated to become laboring men. The trade schools, which open opportunities

for young men to become educated mechanics, received the cordial indorsement of Mr. Depew, and it is because the mechanical departments require both legs and brains that Mr. Depew suggested that these two constituted the best capital for an ambitious young man these days.

Frank Garrison, in his *Family Magazine*, says: "I often hear men, and young men too, complaining about their lack of education, and how they are handicapped in life's struggle on this account. Every one of these complainers could acquire education if they had a mind to do so. As a matter of fact, in most cases, they don't really want it, and if they were suddenly possessed of a so-called education they would not be any better off. Many of the greatest men in the world in early life were poverty-stricken boys and young men, and fought their way to fame, fortune and education amidst the hardest kind of hardships. Daniel Webster's advantages of early education were exceedingly slender--he worked on the farm most of the year and went to school only a few months in the winter; but later on in life his thirst for knowl-

edge gave him an education which easily made him the peer of any man as lawyer, orator or statesman.

The fact of the matter is that this question of education rests entirely with ourselves. If we are made of the right sort of stuff and have vim, ambition and backbone, and are not lazy and indolent, we will get all the education we require; and whenever I hear a full grown man growling and complaining about his lack of education, I make up my mind that such an individual don't need it at all. In speaking of education I am reminded of what a philosopher once said—I don't know the author's name or exact words—but I think it was something like this: "The poorest education that teaches self-control is better than the best that neglects."

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## ENVIRONMENT.

Health, heredity and environment are important factors in the individual make-up, and on these three things more depends than is credited by the superficial thinker. Many suppose that we are not responsible for our health, or for defects in body or intellect; while this is true, to a certain extent, it is not wholly so. Health can, by proper care and out-door exercise, be improved, and life and usefulness prolonged. And I have yet to see a man of long-continued success who did not take, for the most part, excellent care of his health. Now-a-days it is considered "smart" by a certain class of young men to spend the biggest half of the night in more or less pronounced dissipation, and to arrive home at about the time the clear-headed man of business is awakening. This is a mistake that will be realized with a vengeance later on in life.

Defects of heredity can be overcome—to a great degree—by intelligent effort if we but study the cause for such defect. To do this we must possess brains, and a mind strong enough to act up to our best knowledge and ideas.

Environment is almost wholly under our control, and yet it is the direct cause of the downfall of many who would otherwise have been successful. Nothing will more affect the future of a young man or women than their associations. We partake in a large degree—sometimes unconsciously—of the influences immediately surrounding us, hence the great importance of choosing the right kind of companions.

Associate with the right kind of people or none. By this I do not mean to have nothing to do with a man unless he is correct in all his habits of life—for unfortunately we must mingle to a certain extent with men of this kind—but do not cultivate the friendship or copy the methods, of any man who is not morally clean, straightforward and industrious.

You can find pure-minded companions with little effort, and they will afford you much more

happiness and profit than those whose moral sense is blinded and whose habits are loose.

By associating with those older in wisdom and experience than yourself, and allowing their influence to guide you, you can make more rapid progress toward the goal you seek than would otherwise be possible.

Taken as an individual, every man is weak, but united with and strengthened by other men —each placing a proper value upon the others, each one can have the strength of all combined.

---

“Prudence, like a beacon, lights the path to safety.”

A life without a purpose is a languid, drifting thing; every day we ought to renew our purpose, saying to ourselves, “This day let us make a sound beginning, for what we have hitherto done is naught.”

## SELF-DETERMINATION.

One of the most powerful incentives to success is self-determination. Many a man is wrecked right here. His aim is all right—he may even see the desired goal and have picked the course to it on the chart, he may even be possessed of the requisite energy and ambition, and feel an assurance that he has started right—and yet he fails. Why? Just because he lacks determination. There was nothing the matter with his theory; he meant to pursue it, but he didn't; he waited, allowed himself to be turned from his purpose either by some obstacle he encountered, or by some influence brought to bear upon him, and moved out of the course he had laid down, thinking he would readily drift around and beyond the obstacle that had swerved him from his course.

Fatal mistake. Success was never attained in any such way. Only the determined man suc-

ceeds. Push over or through every obstacle in your path; be determined to succeed even if you have to carry the obstacle with you; keep it ahead of you all the time until it wears itself away and vanishes before the goal is reached—as it will vanish if you are determined it shall.

Self-determination, other things being equal, will bring success. Each advancing step is the inheritor of all past steps. Nature keeps and holds every step gained and carries forward in its development all that has accrued, and as we advance toward success in life, looking backward, we can see foreshadowed every previous gain. Thus we gain experience, which backed by unflinching determination, yields the ripened fruit of success.

\* \* \*

Superintendent Thomas Byrnes, of the New York police, when asked his secret of success, said:

“I attribute whatever success I’ve had in life to the faculty of meeting emergencies with schemes of my own devising. The secret of any man’s success in life is ability to meet new

situations in life with new ideas. It's the ability to devise, to create. You may be a very good man in your business or profession, but, if you do your work mechanically, you'll never be anything else. But, if you have ideas, if you meet emergencies with resources peculiar to yourself, then you are sure to rise in the world."

\* \* \*

There are many men and women to-day occupying lowly positions in life, annoyed by uncongenial surroundings, who possess sufficient ability—if trained—to warrant them a place and name among men. As a rule we lack courage to branch out from the scenes we are familiar with; but, oftentimes, the tree that has been transplanted thrives better for the change of soil. If you have ability—branch out.

## SAND.

I observed a locomotive in the railroad yard one day,  
It was waiting in the roundhouse, where the locomotives stay;  
It was panting for the journey, it was coaled and fully manned,  
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip  
On their slender iron pavement, 'cause the wheels are apt to slip.  
And when they reach a slippery spot, their tactics they command,  
And to get a grip upon the rail, they sprinkle it with sand.

It's about this way with travel along life's slippery track—  
If your load is rather heavy and you're always sliding back;  
So, if a common locomotive you completely understand,  
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly and you have a heavy grade,  
And if those who've gone before you have the rails quite slippery  
made,

If you ever reach the summit of the upper tableland,  
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover to your cost,  
That you're liable to slip on a heavy coat of frost,  
Then some prompt, decided action will be called into demand,  
And you'll slip way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen,  
If there's fire beneath the boiler of ambition's strong machine,  
And you'll reach a place called Flushtown at a rate of speed  
that's grand,

If for all the slippery places you've a good supply of sand.

—Richmond (Ind.) Register.

## PERSEVERANCE.

Perseverance is an important factor of success in any undertaking. It is the “continual dropping” which wears the stone; it is step after step that brings us to the end of our journey, and it is well-directed effort—long-continued—which accomplishes our purpose in life, whatever it may be.

A Boston merchant once told me of a New York salesman who called on him for an order, which was refused. On his next trip he called again and was again refused. For eight years the salesman called each time he was in Boston without once receiving the order he sought. Not discouraged he called again, found the merchant in need of what he had to sell, and secured an order for a large bill of goods. This was the beginning of a large and lucrative trade which could never have been realized without great patience and perseverance.

The career of the late George W. Childs, of Philadelphia, is full of instructive lessons in perseverance and industry. Born of parents in the middle class in life, he received only a common school education. His parents, who were not blessed with riches, died when the boy was very young, and the future of the lad depended entirely upon his own exertions. At an early age he developed a sense of the value of time and an inclination toward independence and self-support.

When but twelve years old he was errand boy in a Baltimore book store, and the next year he entered the United States Navy where he spent fifteen months, during which time he gained a knowledge of order and discipline, which was of great value in conducting his large business interests in after life. When about fourteen he went to Philadelphia, and got work as clerk and errand-boy in a book-store at a salary of \$3 a week. Here he applied himself to acquire a thorough knowledge of the business with such good result that, at the age of sixteen, he was intrusted with the responsi-

bility of attending the book auctions, and soon became known as the regular representative of his employer at the trade sales in New York and Boston.

At eighteen he started in the book business for himself. His money capital was small, but any deficiency in this was made up by his energy and attention to business and the confidence of his associates. Success attended him to such a degree that, at the age of twenty-one, the head of the publishing-house of R. B. Peterson & Co. sought an alliance with him, and the firm of Childs & Peterson was the result.

Like everything else that young Childs had attempted he made the publishing business a success, and continued in it as the leading spirit until 1864, at which time he bought the *Philadelphia Public Ledger*. This had been his avowed ambition for many years, and, while he could see no prospect of the paper being offered for sale, or of his ability to secure the amount of money necessary for its purchase, he yet had every confidence in himself, and worked on the principle that "all things come to him who

waits" and works. His success as a newspaper publisher is too well known to require more than passing note; but, by his indefatigable perseverance and close application to the requirements of the times and people, he was enabled to accomplish more than his dreams had ever pictured.

His task was not an easy one. It is said that for several years he personally superintended every department of the *Ledger*, and worked harder than any man in his employ. And for this perseverance he was well repaid. His name became honorably known wherever the English language is spoken; his friends were among the first men of two continents, and his social qualities brought together the leading people of almost every nation as his guests.

One of the secrets of his success was this: He was as faithful when an errand boy or a clerk as he was in after life; he was an exemplification of the Master's promise that he who is faithful over a few things shall be made ruler over many things. Generosity and liberality were chief among his qualities, his public and

private charities were many, and yet he is said to have left a fortune of five millions.

Abraham Lincoln's life was another example of what patient perseverance will accomplish. His parents were so poor that they could not even afford a tallow candle for their boy to study by, and his only light was that furnished by the blazing logs in the fire-place. His antecedents were so low in the social scale that he once remarked, with a degree of sadness, that he had no ancestry at all, much less an ancestry to boast of. But he had a thirst for knowledge and a desire to rise in the world. He labored under disadvantages that would have dismayed a less determined spirit and what he accomplished was done by patient toil and application, making the most of his opportunities at all times. These were the qualities which peculiarly fitted him to become the wise and able executive of this great nation.

George Stephenson worked at the improvement of his locomotive for fifteen years before success crowned his efforts.

Watt was engaged for more than thirty years

upon the condensing-engine before he brought it to perfection.

Cyrus W. Field laid the American cable only after years of study, labor and hardship.

Sir Walter Scott was all but a dunce when a boy; he accomplished his great labors only by plodding, patient perseverance.

Benjamin Disraeli at first made a failure of literature, and his first efforts as an orator were laughed to scorn, but he patiently worked for success and accomplished it.

Bernard Palissy, the Frenchman, experimented for sixteen years, suffering the most abject poverty, before he learned to enamel pottery.

Charles Goodyear patiently and persistently experimented for years, spending his means and reducing his family to utter destitution, before he perfected the process of vulcanizing rubber. But he succeeded, and gave to the world a staple that is now applied in different countries to some 500 uses.

Robert Bonner began work on the old *Hartford Courant* when a boy for \$25 a year with board.

and washing. He was allowed to earn twelve and one-half cents an hour for setting type overtime, and frequently worked from twelve to fourteen hours per day.

Stephen Girard started life as a poor cabin-boy, but died worth nine million dollars.

A. T. Stewart was a poor Irish boy, but he eventually paid taxes on a million and a-half dollars of income per year.

John Jacob Astor was a poor farmer boy, and died worth twenty millions.

Commodore Vanderbilt began life by rowing a boat between Staten Island and New York; he died worth fifty millions.

The list could be continued indefinitely; we have examples around us everywhere, and the intelligent observer will readily decide that it is the men who practice perseverance that make the successes of life rather than those who are born with unusual gifts.

Among the many instances of what may be accomplished by perseverance, that have come under the writer's personal notice, I mention the following:

When a boy I was a pupil of a small district-school in New Hampshire. One of my school-mates was a boy of very inferior intellect—in fact, he was the dunce of the school. Lessons easily learned by the rest of us were as Greek to him; he was always stumbling over the first principles of a problem long after the other scholars had solved it. In the same school was another boy, naturally as brilliant as the other was dull; he could master any mathematical problem, and repeat whole pages of history from a single reading; he was a fine penman, was always up in his examinations, and was in every way considered a young man of generous natural endowment.

Years passed. One day I met the man of genius in Boston, and in the course of conversation I drew from him the story of the intervening years. He started with the brightest prospects and secured without difficulty a lucrative and desirable position, but soon became weary of it, allowed his interest in it to lag, courted gay companions, contracted bad habits, and so lost one position after another. Not that

he was not liked by his employers—all agreed that he was a talented man and could be a valuable one if he would, but being unreliable they did not want him.

Some years after I learned that my gifted schoolmate had passed beyond the river; continuing his dissolute habits his health became undermined, and contracting a cold it ended in quick consumption.

About this time business called me to one of the principal inland cities of New England. Alighting from the train, one of the first persons I saw was my other schoolmate—the once famous dunce. He greeted me pleasantly and invited me to his house, giving me cordial welcome to one of the pleasantest homes I have ever seen. I need not say he was no longer a dunce. By constant and studious application he had overcome the intellectual sluggishness of youth. Some years before he had secured a position with the railroad company, where his strict application to business, steady habits, and honesty were recognized by the management and promotion naturally followed, so that at

the time I met him he was holding a responsible position with a good salary and had laid by a neat little sum of money.

Thus it would seem that persevering industry always brings success, while dissolute genius fares badly. A sky-rocket is beautiful in its perishing brilliancy, but its sparkle and glitter are but signals of danger from the down-falling stick.

Success is rarely attained without severe and persistent effort. Do not think because you may have read of brilliant successes that seem to have been made by others without previous training, that you can follow in their footsteps, as if you had not common sense enough to know that no success can be attained in real life without downright hard work.

Success is a ladder which must be climbed with steady steps and slow, one round at a time; and, although each successive round in its turn gives a measured success, the prize you aim at perches upon the topmost round. Faint not, weary not, be not discouraged if at times you slip down a round or two; climb again, and rest

not satisfied anywhere between the bottom and topmost round.

The efforts you put forth will be well repaid. We are taught to believe that a large part of the pleasure of life comes from anticipation, rather than realization; but I do not believe this to be altogether true—retrospection has its pleasures also—and contentment is the fruit of things well done.

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If you wish success in life, make perseverance your bosom friend, experience your wise counselor, caution your elder brother, and hope your guardian genius.—JOSEPH ADDISON.

Every step upward and onward rests on a difficulty overcome.  
H. W. FOOTE.

All occasions were but steps for him to climb to fame by. Nothing was so hard but his valour overcame.—SIR PHILIP SIDNEY.

## SUCCESS AND FAILURE IN LIFE.

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BY DAVID M. LADD, BOSTON, MASS.

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What is success in life, and what determines failure? Was Jay Gould's life successful? Was John Brown's life a failure? One through speculation (which is gambling in its purest form) died leaving many millions to his relatives. Thinking of self alone, lacking in charitable attributes, grasping and unscrupulous to excess, he was detested while living, and in death he was not mourned. The other died the grand death of a martyr, battling for what he believed, and what his executioners knew, to be right. He succumbed to overwhelming odds, and fearlessly sacrificed his own ambitious hopes that humanity in general should profit. Therefore, I contend that the amassing of millions for selfish ends alone is failure, and the slaughtered

champion of the black man's rights lived a successful life.

Many erroneously assume that only those fortunately born and reared ever actually achieve success. Statistics fail to substantiate such a theory. Our greatest statesmen, theologians, jurists, authors and poets have without exception sprung like mushrooms from the poorer classes. True education is an assistant to success, but wealth will not ensure the gaining of knowledge. Consequently, in college as outside it, the sons of wealth start handicapped. Never having earned a dollar, and ignorant of its value except as a pleasure purchaser, they take up books as they would a billiard cue, solely for amusement or because it may be the proper fashion. How different with the sons of poor parents who have less frequently the advantages of a college course! Often obliged to personally earn at farm and factory labor, the money needed for tuition and living expenses, they make study a business knowing that they must depend on the knowledge gained as a source of income.

Great wealth may be inherited by the fortunate, amassed by the lucky speculator, hoarded by the miserly, or stolen by the unscrupulous, but it is seldom found linked to true greatness, and it is still more seldom that an honest man dies a self-made millionaire. Great luck may strike in the territory of the spendthrift or the idiot and still fail to make their lives successful. Great success comes only to those who seek it and never to those whose deserts are beneath its merit. It can neither be donated, willed or purchased, and God be praised.

Great Wealth, Great Luck and Great Success; how vastly unlike and how frequently confounded. Altogether too often do we hear the wealthy and fortunate quoted as examples of successful men. Lucky fortune, contented poverty—which is success? The laborer with his crust of bread, the idler at his banquet board—which is failure?

The truly successful man will ever be found contented with his lot, be it palace or hovel, pulpit or workshop, forum or factory. He is supremely happy in seeing others so. He is

ever charitable, loving, forgetful of self, persevering, and ready at all times to commence at the bottom of the ladder anew if a mistake is made. He lends encouragement to those less fortunate, envies not those better situated, but strives ever to make life pleasant and comfortable for all humanity. The world is benefitted by his having lived and his death is a grievous loss to the living. Such is my ideal of a success in life.

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The more we see of events, the less we believe in any fate or destiny except the destiny of character.—PHILLIPS BROOKS.

A man undisciplined in philosophy blames others in matters in which he fares ill; one who begins to be disciplined blames himself; one who is disciplined, neither others nor himself.—EPICTETUS.

A man is relieved and gay when he has put his heart into his work and done his best; but what he has said or done otherwise shall give him no peace.—EMERSON.

## TRY AGAIN.

No man should be discouraged because of past mistakes or failures; neither should he think that because of these mistakes he must forever suffer. Nature—and we are all her children—is just, but not vindictive; she will resent any and all wrongs, and will demand full restitution, and have it, too, but once the debt is paid she asks no more.

This is your hope. If you have done wrong, you surely have suffered; if you have made mistakes, you have paid the penalty; if you have failed in an undertaking, your disappointment has been keen, and for a time you may have felt a degree of discouragement; but do not allow these things to deter you from making other and more effective efforts. Profiting by your former mistakes, you stand a much better chance for success in your next attempt. Try

again. Make a new impression and follow it up with others until the old wounds and scars are covered from sight. Good men will respect your resolutions and efforts and will welcome you again to the place you lost. A few narrow-minded, insignificant people, who are perhaps envious of your ability or natural worth, may sneer at you for a while and taunt you of the past, but persevere in what you know to be right. At the worst they can do you no permanent injury and will soon see that you are in earnest and credit you for it.

I was at a beach one day where many people were gathered. Old Ocean was in her gentlest mood and had paved the sands as smooth as a mirror, over which the waves curled and broke as if in play. But the people had little regard for its beauty and defaced it in many ways. The children dug holes; the wheels of carriages made deep ruts; refuse was thrown on the white sand, and a far different appearance was presented in the evening than when I saw it by morning light. Next morning I was there at break of day. Old Ocean had been at work all

night—the holes were filled, the ruts effaced, the refuse buried or swept from sight—and the same beautiful, peaceful appearance was there again.

It is thus with our lives. If we seek wisdom and make its lesson practical, we can, in time, overcome and rectify the mistakes of former years.

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A man has mistaken the secret of human life who does not look for greatness in the midst of folly, for sparks of nobility in the midst of meaness; and the well-poised mind distributes with impartiality the praise and the blame.—SHORTHOUSE.

Small service is a service while it lasts,  
Of friends, however humble, harm not one.  
The daisy, by the shadow that it casts,  
Protects the lingering dew-drops from the sun.

—WORDSWORTH.

## WHAT THE WORLD OWES US.

A man possessing health, strength, ability, ideas, or anything else that he can use for the benefit of the world, is a debtor to the world in such measure as he fails to utilize his talents for its benefit. The idea that the world "owes a living" to anybody is an error that can bring nothing but disappointment to those who believe it.

The fact is, the world owes every man a chance to make a living, and is always willing to give a fair return for services rendered and is anxious to secure such services. It does not, however, pay for work until it is done. This is right and as it should be. We ourselves enjoy in proportion to the enjoyment we render others, and we rob ourselves when we withhold from others that which we have to spare.

We cannot always render benefits to those from whom we receive them, but we can and

should render them to somebody, with the same grace with which we pay any other honest debt. This may not agree with the ideas or wishes of those who desire to get "something for nothing;" but those who realize that success is not a thing of an hour or a day, will understand my meaning.

It is not the ambition of the author to cater to the wishes of anyone, but to give as he understands them, and as the wisest men have penned them, the rules that govern all true success.

Why should we deceive ourselves? What can we hope to gain by so doing?

We may as well look at the matter as it is and begin right. But if we find we have begun wrong, stop short, start again and seek to profit by our former mistakes.

The world owes us whatever it has failed to pay for actual services rendered, nothing more, nothing less. It is, however, a willing paymaster; its assets are large, its liabilities small, its capital unlimited. It issues letters of credit payable at sight to all its creditors, and it never allows its business paper to go to protest.

With the idler, the spendthrift and the procrastinator the world is always at odds; but with the ambitious, the industrious, the persevering and the honest, the world keeps an open account, and both the individual and the community are benefitted thereby.

It is only by using the talents committed to our care that we can make the world our debtor, gain the good will of our fellows and establish character, and make the world and ourselves better because we are living in it. And thus living in the world we may rightfully claim to be a useful part of it.

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While there is hope left, let not the weakness of sorrow make the strength of it languish; take comfort, and good success will follow.—**SIR PHILIP SIDNEY.**

The one secret of life and development is not to devise and place, but to fall in with the forces at work—to do every moment's duty right.—**GEORGE McDONALD.**

## THE ACCUMULATION OF MONEY.

The accumulation of money ought not to be the chief end of life. True, money is essential in every business, profession and calling, and the possession of it is the end we all work for; but it ought not to be the only end. The satisfaction and the happiness that comes from well-directed business effort are as much a part of one's success as is the money gotten by such effort. It is wise to save, to keep one's capital unimpaired, and to add to it as his business develops—and thus developing, it will require such increase. To husband one's resources is a duty. To save is to gain. But for all this, the use of money is all the advantage there is in having money. The man who derives no pleasure from his business save from the harvest of dollars he reaps from it, achieves at best only a barren success. For, while his mercantile rating

may be high, it gives him a poor equivalent for the loss of those social joys and friendships which in so large a measure add happiness to success.

The miser doubtless has a pleasure all his own in computing and gloating over his much loved gold, but weighing that pleasure in the balances against the good which his hoarded store might have given him, it "kicks the beam" every time. "What is a man profited, if he gain the whole world and lose his own soul?" speaks the Master, and—although it is no part of the author's plan to preach—the man who lays himself down to his last, long sleep with no assets to his credit but the gold he so grudgingly leaves behind him, will on awaking find, in the words of the preacher, that "all is vanity and vexation of spirit" in the new life which he is entering upon, as it was in the life that he left behind him.

Consider now this question of success from the other extreme—that of the spendthrift. "Fools make feasts and wise men eat them." No business, no matter how sound it may ap-

parently be, will long stand an inroad that saps its revenue. And fortune, however large, will spread its wings and fly away before the repeated attacks of unlimited appetite for luxurious living. The spendthrift is generally a man of artificial wants, and his follies are always expensive. He is always taking away from his capital and never adding anything to it, until, as in the case of the proverbial "meal tub," there comes a time when he reaches the bottom. Only "when the well is dry" does he begin to know the "worth of water." True, he has been a sort of success—a waning success, shall I call it? Is there such a thing? In his day he was counted a good fellow; he numbered his friends by scores; he stood well at his club; he "scattered abroad" with a lavish hand; his social standing was high; he was the pet of the gentler sex and the prince of men about town. But now, "how are the mighty fallen!" Who thinks or cares anything for the bankrupt spendthrift? What boots his former liberality and good fellowship? To whom shall he turn to eke out even the most scanty fare? Will his

old-time associates come to his aid? They may grudgingly dole out an occasional pittance. But for him the end has come. He is the saddest of all animate things—a leaf turned down, a back number, one of the “has beens.” He never knew the value of money until he lost all he had, but well does he know its value now; no one knows better than he the force of the adage: “He that goes a-borrowing, goes a-sorrowing.”

I have brought these opposing types of men before you, my reader, not because I think many of you are either misers or spendthrifts, but in the hope that if you have tendencies in either direction, you will switch off these well worn tracks ere you find yourself going with such fearful speed that to slow up is impossible. There is a safe road for you to travel, it has a firm road-bed, a clear track and pleasant stations all along the way, and as you pass them you read the names: Honesty, Industry, Energy, Perseverance, Economy, Regularity, Patience, Liberality, Success.

## RISE HIGHER.

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Soul of mine,  
Would thou choose for life a motto half divine?  
Let this be your guard and guide  
Through the future reaching wide,  
Whether good or ill betide,  
Rise higher.

From the mire,  
Where the masses blindly grovel, rise higher  
From the slavish love of gold,  
From the justice bought and sold,  
From the narrow rules of old,  
Rise higher.

\* \* \* \* \*

Let each care  
Lift thee upward to a higher, purer air,  
Then let fortune do her worst,  
Whether fate has blessed or cursed,  
Little matter, if thou first  
Rise higher.

And at last  
When thy sorrows and temptations all are past,  
And the great death angel brings  
Summons from the King of Kings,  
Thou shalt still, on angel's wings,  
Rise higher.

—SELECTED.

## HOW TO SUCCEED.

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(Extract from a Lecture by DR. LYMAN ABBOTT.)

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The elements of success are: A good body, a well-equipped mind, a purpose in life, a proper place in life and economy of time.

“Know thyself.” This is important if you wish to succeed. The body is the house of the mind, it is the instrument with which to push our way through life, and in order to give it proper care we must understand its construction and capabilities.

“Keep your soul on top.” So long as your body is subject to your mind you are safe; but once allow your appetite or passion to get the upper hand, and you will be in trouble and on the road to failure.

Cultivate the companionship of good people—better than yourself, if possible. If you have a

friend who is of no help to you, and you feel convinced that you cannot elevate him—drop him; the sooner such a friendship is sundered the better it will be for all concerned.

Spend less than you earn—and don't spend it until after it is earned. Debt is a hard burden to carry.

Wealth is not success, fame is not success. True success is not to have, but to be—to do. A man should not be judged by the coat he wears or the house he lives in any more than a canary by the cage he sings in, or the horse by the trappings he carries.

The man who goes out in life expecting to win his way by strength and muscle, will find that he is competing with the forces of nature, and that an intelligent, well-equipped mind must be there to guide and direct the strength or he will accomplish little.

Perseverance, push, pluck, vigor—put these elements into all you think, say or do.

Be courageous, be true.

## L U C K.

Felix Adler once said: "Success is the result of intelligence and industry, plus opportunity and good luck."

This may apply, and probably does apply, to the acquisition of money and fame. A man may be suddenly made rich by some fortunate circumstance, or his name may be sounded all over the land, but this is not success. It may well be called "luck," it's nothing more, it's not success. Money may take unto itself wings and fly away, then where is the success of its former possessor? And what is honor, what is fame but the "empty sound of a long-lost name."

Success is the result of labor and application; perseverance and industry are the means of attaining it, and it cannot be accomplished without them.

Luck is not success, it is not a material element of success, but add another letter and make it "pluck" and you have one of the strongest elements of success.

To attain success—true success—you must be interested in your work. The pleasure of its pursuit has always been its best reward.

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Frank Harrison, in his Family Magazine, says: "I would urge all ambitious young men to always study the methods of men of success; to preserve always a great respect for these men. By doing this you will learn something of the way to climb the ladder of success. Understand me, in speaking of successful men I mean men who have become eminent through honor and probity. I don't call a man successful just because he has acquired great wealth. Indeed, many so-called successful men have nothing to commend them but their wealth, and in most cases this wealth has been acquired by questionable methods. Acquiring great wealth means only successful money gathering. A man may be a failure as a moral man, yet be very successful in acquiring money. I would not advise young men to emulate or study the methods of such a man."

## ONE MAN'S EXPERIENCE.

A man who for many years was a successful merchant, and at one time worth a large fortune, but who, by mistakes and adversity, became reduced to almost the last extremity, when asked to state what in his opinion were the three things that contributed most largely to make a successful life, and the three things that were the most fruitful causes of failure, said:

“After an experience of fifty years of money-making, pleasure, poverty and sorrow, I believe the cardinal principles of success to be—

First. Steadfast devotion to the highest truth and goodness you can conceive of.

Second. Avoidance of all excesses—even the appearance of them—for, though they be born in cheerfulness and reared in good feeling, they expose you to criticism.

Third. Let your life be one of charity, blended with a knowledge of duty to mankind, governed by a judgment that will try and correct wrong in yourself as well as in others. Be faithful to truth and your God first—and to friends afterwards. This kind of a life must produce results as gratifying to the world as to yourself.

On the other hand, failure will not be avoided by the following:

First. Blind belief that well preserved cheerfulness is virtue.

Second. By believing that you can ignore public opinion and arbitrarily do as you please.

Third. By making promises—however sincere—which a little reflection would show your inability to keep, or encouraging hopes in others that cannot be realized. For a host of enemies must then arise, and

‘Everybody is wiser than anybody.’ ”



"He that is surety for a stranger shall smart for it; and he that hateth suretyship, is sure."

Do not depend on promises made by strangers. They almost invariably prove false; it is unwise to build any hopes on their being fulfilled. The very fact of a stranger asking you for money or favors proves that he is not what he represents himself to be, else he could get the desired money or favor from those acquainted with him.

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"The love of ease, luxury, and that sort of thing is the millstone around many a man's neck, which keeps him from acquiring money which would enable him to procure those very things. Both toil and hardship must be endured by most men before they can indulge in ease and luxury."

## IDEAS OF P. T. BARNUM.

Some years ago the author called upon the late P. T. Barnum, at his residence in Bridgeport, Conn., and in his conversation Mr. Barnum said substantially as follows:

“In order to succeed in life you must engage in the business or profession for which you are best fitted by nature.

Select the right location and then practice perseverance and economy.

Depend upon your own personal exertions.

Don’t get above your business.

Don’t scatter your powers.

Be systematic.

Read the newspapers; keep informed on the doings of the world.

Beware of “outside” speculations. Stick to your business.

Don’t indorse another man’s paper without security.

Advertise your business, but remember that, like learning, "a little is a dangerous thing;" you must keep at it or lose the money already invested.

Be polite and kind.

Don't tell your business secrets or talk much about your affairs.

Preserve your integrity. Make money honestly, not otherwise, remembering that to get rich is not always equivalent to being successful.

Be charitable. It is a duty to be charitable and it should be a pleasure. The best kind of charity is to help those who are trying to help themselves. Promiscuous alms-giving is bad in every way. But don't fall into the idea that some persons practice, of giving a prayer instead of a potato, and a benediction instead of bread, to the hungry. It is easier to make Christians with full stomachs than with empty.



"He that wants money, means and content, is without three good friends."—SHAKESPEARE.

## MR. BUNTING'S OPINION.

Mr. Chas. A. Bunting, who for many years has been the manager of the New York Christian Home for Intemperate Men, and who, as such, has had an excellent opportunity for coming in personal contact with some of the most gigantic failures of this generation, when asked by the author to name the elements of success and causes of failure, wrote:

### ELEMENTS OF SUCCESS.

First. Obedience to God's commands.

Second. Proper recognition of our duty to our fellow-men.

Third. Our duty to ourselves insures success. If we are born in poverty it matters little as to our future; our aim in life should be to possess the essentials which are these:

A principle that will never allow us to be found doing a thing that we could not ask

God's blessing upon. A fixed determination to apply ourselves to anything we have proposed doing. Application, perseverance and energy are requisite for true success.

"Not slothful in business; fervent in spirit, serving the Lord."

On these are based true success and prosperity. "Success is wealth of some kind, and people who have certain qualities for getting a living may be said to have wealth."

#### CAUSES OF FAILURE ARE:

First. Disobedience and utter disregard of well known commands of God.

Second. Through overreaching or covetousness and the like, we lose all freedom and are constantly to be found in worse than Egyptian bondage.

Third. Failure to recognize God in all our ways, acts and dealings is sure to bring ill-success, disaster and ruin.

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Life is real, life is earnest;  
And the grave is not its goal;  
Dust thou art, to dust returnest,  
Was not spoken of the soul.

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In the world's broad field of battle,  
In the bivouac of life;  
Be not like dumb driven cattle,  
Be a hero in the strife.

\*       \*       \*

Lives of great men all remind us,  
We can make our lives sublime;  
And departing leave behind us,  
Foot prints on the sands of time;

Footprints, that perhaps another,  
Sailing o'er life's solemn main,  
A forlorn and shipwrecked brother  
Seeing, shall take heart again.

\*       \*       \*

Let us then be up and doing,  
With a heart for any fate;  
Still achieving, still pursuing,  
Learn to labor and to wait.

—LONGFELLOW.

## RULES OF LIFE.

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### STEPPING STONES THAT LEAD TO SUCCESS AND HAPPINESS.

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(From the N. Y. Evening Telegram.)

The father of Columbus was a weaver; of Franklin, a soap boiler; of Shakespeare, a wool-carder; of Burns, a ploughman. Lincoln was a rail-splitter. Grant was a tanner. Garfield was a tow-boy on a canal.

The most of our successful men began life without a dollar, declares the *Evangel*. You can do the same. Here are a dozen rules for getting on in the world:

1. Be honest. Dishonesty seldom makes one rich, and when it does, riches are a curse. There is no such thing as dishonest success.
2. Work. The world is not going to pay you for loafing. Ninety per cent. of what men call genius is only talent for hard work.
3. Enter into that business or trade which

you like best and for which nature seems to have fitted you, provided it is honorable.

4. Be independent. Do not lean on others to do your thinking for you or to conquer your difficulties.

5. Be conscientious in the discharge of every duty. Do your work thoroughly. No boy can rise who slightslights his work.

6. Don't try to begin at the top. Begin at the bottom and you will have a chance to rise, and will be surer to reach the top sometime.

7. Trust in nothing but God and hard work. Inscribe on your banner, "Luck is a fool; pluck is a hero."

8. Be punctual. Keep your appointments. Be there a minute before the time if you have to lose your dinner to do it.

9. Be polite. Every smile, every genteel bow is money in your pocket.

10. Be generous. Meanness makes enemies and breeds distrust.

11. Spend less than your earn. Do not run in debt. Watch the little leaks and you can live on your salary.

12. Make all the money you can honestly, do all the good you can with it while you live and be your own executor.

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Heed how thou livest. Do no act by day  
Which from the night shall drive thy peace away.  
In months of sun so live that months of rain  
Shall still be happy. Evermore restrain  
Evil and cherish good, so shall there be  
Another and a happier life for thee.—WHITTIER.

“ Honor and shame from no condition rise;  
Act well your part, there all the honor lies.”

“ In order to accomplish anything in this world you must have a purpose and an object—the one to direct, the other to attract.”

## MAXIMS OF BARON ROTHSCHILD.

The elder Baron Rothschild had the walls of his bank placarded with the following curious maxims:

Carefully examine every detail of your business.

Be prompt in everything.

Take time to consider, but decide positively.

Dare to go forward.

Bear troubles patiently.

Be brave in the struggle of life.

Maintain your integrity as a sacred thing.

Never tell business lies.

Make no useless acquaintances.

Never appear something more than you are.

Pay your debts promptly.

Shun strong liquor.

Employ your time well.

Do not reckon upon chance.

Be polite to everybody.  
Never be discouraged.  
Then work hard and you will be sure to succeed.

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"We live in the future. Even the happiness of the present is mostly of that delightful discontent which the hope of better things inspires."—HOLLAND.

There is no man suddenly either excellently good or exceedingly evil, but grows either as he holds himself up in virtue, or lets himself slide to viciousness. SIR PHILIP SIDNEY.

Let us distrust the work that is not enjoyed, and to enjoy it, we must do it steadily, but not overdo it, and must not despise food and sleep, and exercise and rest, and holidays.

—MARGARET SEWELL.

## FOR YOUNG BUSINESS MEN.

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BY R. L. WINKLEY, BOSTON, MASS.

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(From Frank Harrison's Family Magazine.)

The temptations which assail young men in business life seem to be naturally divided into two main groups, each having its accompanying evils or evil tendencies, resulting from the complete or partial yielding to said temptation. One of these divisions applies to men of lethargic temperament, the other to those of great activity.

One may be too slack in the performance of his duties, deeming it wiser to save himself by doing nothing beyond what is expected of him, or even falling a little short of what is required. A person of this kind is generally dissatisfied both with himself and his occupation. In ninety-nine cases out of a hundred he will be induced to neglect more and more present duties and

search for a more easy and rapid way to wealth and prosperity, turning with eager hope to the marginal transactions in stocks, or even to the fortunes of cards and other gambling devices. We know full well what the inevitable is in such cases. The associations formed and the habits contracted in pursuits of this character serve only to cultivate the greed of gain until, in many cases, honor is thrown to the winds and the accumulation of wealth becomes the sole end and aim of life. Or, if the speculations are unfortunate, the young fellow drowns his disappointment in dissipation, and what might have been a brilliant career is thus ended in disgrace and financial ruin.

On the other hand a young man may be too energetic.

It is well to start out in life with enthusiasm and, if possible, with a definite end in view. Regular and well directed labor will, as a rule, bring success. However, the tendency is that as success approaches, or is realized, the stimulus thus gained will be too great. Work then becomes a fascination, and a man beginning

with the very best prospects may become so enthusiastic that side issues will tempt him into investments and business enterprises concerning the details and management of which he is completely ignorant, and before he comprehends what has been undertaken his position is more arduous than he had anticipated. Then comes that terrible mental strain which so frequently ends in nervous prostration and physical decay. This result in the case of the energetic man seems almost as lamentable as that of the lazy fellow.

Here then are the two extremes, and if remedies can be applied to them the medium class will take care of itself.

Mental culture is one of the most effectual antidotes for these evils. The man who can turn from the cares of business to the pleasures of literature is well armed against many temptations.

We must have amusement, we need diversion. If the recreation be appropriate our lives are both brightened and purified. And this brings us to the question—what is recreation,

what is amusement? We can easily agree on the answer, "a temporary change of occupation." To the close student it is refreshing to tramp the fields or cultivate the garden; a trip to town gives a like joy to the farmer, the Banker Poet Steadman turns with pleasure from his finance to his literary pursuits, and *vice versa*, each one strengthening him for and aiding him in the other.

Jay Gould, a man whom the world looked upon as entirely devoted to business, was an authority on floriculture, and in its study and pursuits his mind was kept from constant thought in the old and deepening ruts of daily barter.

Young men should concentrate their energies; accomplish one object before aiming at another. Be conservative.

Employers can aid materially in developing young men in the right way. The hope of reward has a far more potent influence than the fear of punishment. The man who is just to those in his employ is a philanthropist in the truest sense of the word; all who come in

contact with him become strong friends and supporters, and by a sort of reflex action, he, too, develops into a wiser and better man.

(Mr. Winkley, the writer of the above, is private secretary to Col. Albert A. Pope, of Boston, and for years was with the late Cyrus W. Field.)

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Not to do in our days just what our fathers did long ago, but to live as truly up to our light as our fathers lived up to theirs—that is what it is to be worthy of our fathers.—PHILLIPS BROOKS.

Economy no more means saving money than it means spending money. It means, spending or saving, whether money or anything else, to the best possible advantage.—RUSKIN.

Man who man would be  
Must rule the Empire of himself; in it  
Must be supreme, establishing his throne  
On vanquished will, quelling the anarchy  
Of hopes and fears, being himself alone.

—SHELLY.

## WHICH CLASS ARE YOU IN?

There are at least three kinds of people in this world—those who do not know how to succeed, and do not think it worth their trouble to learn; those who know how but fail because they do not live up to their knowledge, and those who succeed because they practice the principles which they know to be consistent with the end they have in view.

I have a young friend who is engaged in business on his own account. He is a good fellow, does not drink intoxicants of any kind, is not addicted to any of the vices which ruin so many of our young men; he has a wife and a pleasant home, makes friends readily and loses very few; he has youth and more than ordinary good health; he possesses education sufficient to carry on the business in which he is engaged and has an opportunity to acquire more, if

he desired, and yet he is not a success. Why? Well, I asked him one day, had quite a talk with him concerning the causes of the successes and failures in life, and he said: "It is no use to talk to me about the way to make my business pay; it is no use for me to read books telling how others succeed. I know how. I know that if I had lived up to my knowledge during the past year that I could have increased my business and laid aside a snug sum of money. But I didn't do it." Now this young friend of mine is in debt, and, at times, it worries him. He knows how to succeed, but he don't use his knowledge; he is a failure, and according to the eternal fitness of things he will be until such time as he applies his knowledge to practical use.

The mere possession of knowledge amounts to but little, it is the use we make of it that carries us forward. Good resolutions not backed by the power of the will are useless, but when so backed they possess a potent power. The man who waits for a specially favorable time to present itself for a start in business, loses val-

able time, and when the opportune moment for which he has waited does arrive, the chances are that he will not recognize it, but if he does, he will find himself to be but a follower where he easily might have been a leader.

In every business and profession there are many things that are disagreeable; and because they are disagreeable they are too frequently put off until the best time for doing them has gone by. The most irksome labor is often the best because most fruitful of discipline and preparation for future labors, and the wise man is he who overcomes each obstacle as it presents itself, leaving no task incomplete, and putting off until the morrow nothing that can be done to-day.

Affairs in the present age are conducted in a way and with a rush that is not conducive to the progress of the procrastinator. It is the man who, prepared for the struggle before him, is ever on the alert for an opportunity, and who takes prompt and decisive action when the favorable time comes, that gains his object.

A faint heart never yet won anything worth

having. The most valuable things are ordinarily the most difficult to obtain—even the rose is guarded by thorns.

The road to success is not an easy one, however much it may appear to be as one contemplates the position of those who have already won their laurels; but the right start being made, the requisite knowledge obtained, and possessed of the courage and determination necessary to carry it through, the worst is over. After this, each effort brings strength to the succeeding one, and as we begin to realize that each step in the right direction brings us nearer the completion of our hopes; the satisfaction we feel more than compensates for the labor and self-denial it cost us at the start.

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Friendship is the best college character can graduate from. Believe in it, seek for it, and when it comes keep it as sacredly as love.—LOUISA ALCOTT.

Let not the grass grow on the path of friendship.—INDIAN PROVERB.

## AMBITION.

Ambition is said to be a spur to success, but it is questionable, however, if it is an absolute essential to success. It depends on what is meant by ambition. If it is that governing and ruling passion which forces its possessor to the front, regardless of who he trips up or knocks down; who he impoverishes, or how much misery he makes others suffer, that he may gain his end, then it is a misnomer, and what he or others may call ambition, is but an intense selfishness and utter unscrupulousness; but if, on the other hand, it is a drive-wheel which makes one a first-rate man of business, careful and considerate of the rights of others, yet just and persistent in demanding his own; ever keeping his eye fixed upon the topmost round of the ladder, which he ultimately means to reach, yet putting nothing in the way of any

who are climbing side by side with him, such an ambition is laudable, while an inordinate ambition is damnable.

These opposing types of ambition may be happily illustrated by contrasting that of Napoleon with that of Wellington. Napoleon's ambition was a demon insatiate, which compassed at last, not only his own ruin, but the ruin of France also, which was left a prey to anarchy. He knew no such word as "I can't," "Impossible," or "Fail." "Learn," "Try," "Do," were his working mottoes, and his favorite maxim was: "The truest wisdom is a resolute determination." Before him rulers, and the nations they governed, went down in rapid succession. His whole career was but an example of what a powerful and unscrupulous will could accomplish, and his miserable death at St. Helena taught the lesson that power without beneficence, and knowledge without goodness, is not only fatal to its possessor, but is an incarnate principle of evil.

Wellington, on the other hand, while not less resolute, firm, persistent and determined, was

yet conscientious, self-sacrificing and thoroughly patriotic. He fought not for glory, and his patience and resolution—which carried him through the gigantic difficulties of his many campaigns and brought him out a conqueror—are among the sublimest things to be found in history. As a general he was fully Napoleon's equal; as a statesman he was as wise as Cromwell, and as a patriot as pure as our own Washington.

His great character stands in our history untarnished by selfishness, by unscrupulousness, by avarice, or any baser passion. Well might the Poet Laureate sing of him—

“ Oh, good gray head which all men knew;  
    Oh, voice from which their omens all men drew;  
Oh, fallen at length, that tower of strength  
    That stood four square, to all the winds that blew.”

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When shall we learn that with all true men it is not what **they** intend to do, but it is what the qualities of their nature bind them to do, that determines their career?—PHILLIPS BROOKS.

The purest treasure mortal times afford  
Is spotless reputation, that away,  
Men are but gilded loam or painted clay.

RICHARD II.

## G A M B L I N G.

A rock upon which tens of thousands of men go to pieces every year is gambling. The card table, the pool room, the race track, dice, billiards, stock speculation or whatever device or game you affect, carried to its legitimate conclusion means ruin in the end. Doubtless all gamblers are more or less successful at times, but it is a transient, fleeting success, without merit and always demoralizing.

Just pause a minute as you read, and see if you can recall one single individual among all your acquaintance who ever made a competency—and held on to it—by gambling. Did you ever know one habitual gambler, no matter whether he gambled with dice, cards, horses, or dabbled in stock margins who died leaving his family, if he had one, in comfortable circumstances? And don't you know scores of

men who have squandered fortunes and let themselves down to the gutter's level, victims of that insatiable monster—"luck?"

Gambling, drinking and lust—three kindred evils—are to-day and always have been, the Molochs of civilization.

Pause in time. You are not one whit smarter or one whit more lucky than hundreds of thousands of men who have already traveled this rocky road; and if you were—if you were the exception to prove the rule—what would it profit you? Your success would be the scorn of every honest man, for it would mean ruin to some other man or men. Success so meanly gained, like dead sea fruit, would crumble to dust before your eyes.

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Shallow men believe in luck, believe in circumstances. Strong men believe in cause and effect. EMERSON.

Saint-seducing gold.—ROMEO AND JULIET.

How quickly nature falls into revolt,  
When gold becomes her object!

—HENRY IV.

## C H A S T I T Y.

Solomon said: "For the lips of a strange woman drop as a honeycomb, and her mouth is smoother than oil:

But her end is bitter as wormwood, sharp as a two-edged sword."

"Her feet go down to death; her steps take hold on hell."

"Remove thy way far from her, and come not nigh the door of her house."

Chastity is one of the cardinal virtues. Perhaps there has never been a time since we became a nation when the enticements towards unchastity were greater than at the present day. This is especially true in the great cities. It cannot be put down as an axiomatic truth that an unchaste man will not succeed in what-

ever business he undertakes, but I think it is true that whatever success he gains will not bring him that happiness which it would afford were he morally clean. There is a success of character as well as a success in business, and the voluptuary is sure to fail of moral success. This subject of chastity is a very delicate one to put in cold type, and so delicate that it is rarely mentioned from pulpit or rostrum except in the most guarded way. Abridging, bounding, or if possible, abolishing what is called the social evil, is the most stupendous problem that awaits the solution of the pure minded men of to-day. The majority of us believe it cannot and will not be entirely wiped out this side of the millennium, and large numbers profess to believe social evil to be necessary evil. Be this as it may, you, individually, with an aim in life, owe it to yourself to be pure both in mind and body. And unchastity will vanish from among men only when everyone has learned to be personally clean.

## THE FOOL'S PRAYER.

The royal feast was done. The King  
Sought some new sport to banish care;  
And to his Jester cried: "Sir Fool,  
Kneel now, and make for us a prayer!"

The Jester doffed his cap and bells,  
And stood the mocking court before;  
They could not see the bitter smile  
Behind the painted grin he wore.

He bowed his head and bent his knee  
Upon the monarch's silken stool;  
His pleading voice arose: "O Lord,  
Be merciful to me—a Fool!  
'T is not by guilt the onward sweep  
Of truth and right, O Lord, we stay;  
'T is by our follies that so long  
We hold the earth from heaven away.  
These clumsy feet, still in the mire,  
Go crushing blossoms without end;  
These hard, well-meaning hands we thrust  
Among the heart-strings of a friend.  
Our faults no tenderness should ask;  
The chastening stripes must cleanse them all.  
But for our blunders! Oh! in shame  
Before the eyes of Heaven we fall!

Earth bears no balsam for mistakes.  
Men crown the knave and scourge the fool!  
They did his will. But, then, oh Lord,  
Be merciful to me—a Fool!"

The room was hushed. In silence rose  
The King, and sought his gardens cool.  
He walked apart, and murmured low:  
"Be merciful to me—a Fool!"—SELECTED.

## CAUSES OF FAILURE.

The cause of numerous failures in life, both from a business and social standpoint, is not, in my opinion, lack of ability to succeed so much as lack of exercising our plain, ordinary common sense. Everything that occurs in life is the result of something which has previously taken place. Cause and effect is not a new idea; it is as old as the hills and stands beyond question or controversy. We must eventually abide by the result of our deeds, be they good or bad; we cannot have it otherwise if we would. We expect to reap, else we would not sow.

No act which we can do is so trivial, no word spoken so small, no thought so unimportant that its effect will not be felt. The impulsive man is rarely a successful one, and the success he does attain must necessarily be abbreviated

or short-lived, as compared with that of the man whose acts are based upon sound reasoning. Impulses are often vagaries born from unhealthy excitement and are seldom safe to follow. Felix Adler, in one of his lectures has gone so far as to say that a man never has a good impulse. By this he evidently means that it can only be after mature deliberation upon the ultimate result of an act, that a man could be justified in committing an act. If we but had a proper appreciation of this truth, and before embarking in an enterprise, before assuming a liability, before taking a step in life would consider the result and its consequences, the history of our lives would have less mistakes recorded and its last chapter would more frequently note a rounded success instead of a wasted life.

Many suppose that social success and happiness depends on wealth and what it will purchase or procure, but nothing could be more erroneous. Happiness comes from within, rather than from external surroundings; and, moreover, a happy frame of mind does much

toward making our surroundings what we desire them to be, while discontentment will embitter a life that contains every other essential of happiness. The one who waits for great wealth to make him happy, not infrequently waits in vain. Discontent does much to defeat plans for securing wealth that could otherwise be carried to successful completion; as cold contracts and congeals all with which it comes in contact, so a discontented, embittered mind acts on those around us. And as a ray of sunlight illuminates the deepest, darkest crevice that it reaches, so a genial, happy disposition brightens, not only our own pathway, but lends cheer to those with whom we associate as well. Men successful in business affairs, managers of large enterprises, and leaders of men in every walk of life are usually those with an abundance of good nature. These men attract and create friendships and thus open opportunities for themselves which the discontented, pessimistic grumbler can never have.

Great executive ability, or a faculty for making money, will not bring success to its pos-

sessor unless he adheres to certain well-defined principles. James Fisk, Jr., had this faculty developed to a remarkable degree, yet his life was a failure and his death untimely.

The man who chooses the business or occupation for which he is best suited, who masters its every detail and then does his best to develope it, and takes pleasure in so doing; who does his duty by himself and his fellow-men, and who keeps free from debt and does no act which he would fear to have known, will be a success in life, even if he fails to leave a fortune behind him.

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Disraeli the elder held that the secret of success consisted of being master of your subject, and such mastery is attainable only through continuous application and study.

My panacea for most troubles is work. Try it, and I think you will find that it will promote that healthfulness of spirit which is the life of life. I. ALCOTT.

## WORDS OF WISDOM.

“Knowledge in the head is money in the pocket.”

“Hear instruction and be wise, and refuse it not.”

“He that is faithful over a few things shall be ruler over many.”

Do the duty faithfully and well that presents itself to-day.

“Fine sense and exalted sense are not half so useful as common sense.”

“There is always room for a man of force, and he makes room for many.”

“We are ruined, not by what we really want, but by what we think we do.”

Fortune is a coy dame and must be courted with constant and unremitting devotion.

Intelligent application and persistent effort cannot fail to bring you near your heart’s desire.

“Wisdom is the principal thing. Therefore get wisdom, and with all thy getting, get understanding.”

You will advance no faster by neglecting the duty of to-day, no matter how arduous or disagreeable it may be.

Habit is habit, and not be flung out of the window by any man, but coaxed down stairs a step at a time.—MARK TWAIN

Training is everything. The peach was once a bitter almond; cauliflower is nothing but cabbage with a college education.  
—MARK TWAIN.

“Five great enemies of peace are ever with us—avarice, ambition, envy, anger and pride. Banish these and you will enjoy perpetual peace.”

“Many of the failures of life are not due to the lack of ability or power, it is only from lack of self-confidence to make that ability felt and recognized by others.”

“The great difference between the feeble and the powerful, the great and the insignificant, is ENERGY—invincible determination, a purpose once fixed and then death or victory.”

“Never go in search of your wants; if they be real wants they will come home in search of you; for he who buys what he does not want will soon want what he cannot buy.”

Choose some trade, business or profession, and then stick to it, bending all your intellect and energies toward becoming an expert in the branch you have chosen and you'll be a success.

If you can't pay for a thing, don't buy it. If you can't get paid for it, don't sell it. So, you will have calm days, drowsy nights, all the good business you have now, and none of the bad.  
—RUSKIN.

“Give a boy address and accomplishments, and you give him mastery of palaces and fortune wherever he goes. He has not the trouble of earning or owning them—they solicit him to enter and possess.”

If you are engaged in a business don't act as though you are ashamed of it. If the business will not permit you to respect yourself, and win the respect of others, get out of it—the sooner you do this the better.

"The darkest day in any man's earthly career is that wherein he fancies that there is some easier way of gaining a dollar than by squarely earning it."

It is impossible for a man to go through the world with his eyes and ears open without seeing and hearing something, and what he sees and hears depends entirely upon the places he frequents and the company he keeps.

"Seest thou a man diligent in business? he shall stand before kings." But

"The drunkard and the glutton shall come to poverty; and drowsiness shall clothe a man in rags."

Be a gentleman at all times. Do not allow yourself for one moment, no matter what your surroundings or circumstances may be, to be other than a gentleman. Bear in mind that we are to others what we appear to be. Dress like a gentleman if you can afford it; but be one always. You cannot afford to be anything else.

To achieve any great success you must be courageous. By being bold and decisive you will inspire courage in those around you and intimidate those opposed. Courage of itself will win many a battle, while a timid man is defeated at the beginning.

"Don't lose time in vain distress;  
Work, not worry brings success.

Don't lose hope, who lets her stray  
Goes forlornly all the way.

Don't lose patience, come what will;  
Patience oft-times outruns skill."

## HON. STEPHEN ALLEN'S GUIDE TO SUCCESS.

Keep good company or none. Never be idle.  
If your hands cannot be usefully employed,  
attend to the cultivation of your mind.

Always speak the truth. Make few promises.  
Live up to your engagements.  
Keep your own secrets.

When you speak to a person look him in  
the face.

Good company and good conversation are the  
very sinews of virtue.

Good character is above all material things.  
Your character cannot be materially injured,  
except by your own acts.

If anyone speaks evil of you, let your life be  
so that no one will believe him.

Drink no kind of intoxicating liquors.

Ever live—misfortune excepted—with in your income.

When you retire to bed, think over what you have been doing during the day.

Make no haste to be rich, if you would prosper.

Small and steady gains gives competency with tranquility of mind.

Never play any game of chance.

NOTE---A printed slip, of which the above is a copy, was found in the pocket-book of Hon. Stephen Allen, who was a victim of the Henry Clay disaster during the autumn of 1853. It is worthy of your consideration, for if you follow the advice here given you cannot be a failure.

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If the power to do hard work is not talent, it is the best possible substitute for it.—JAMES A. GARFIELD.

Work as if on you in the universe depended success, and trust as if all depended on the power of your God.—H. W. FOOTE.

## HOW TO BECOME RICH.

Husband your means if you want to become wealthy. The first thousand dollars is the hardest to accumulate. Money makes money, and after you have saved a capital you will readily find an opportunity to employ it to your advantage. The only secret of accumulation is to disburse less than you receive; if you spend all you get it matters little whether you receive one dollar or one thousand dollars a day—you can never get rich that way.

A man can have a great deal of money and still be a gigantic failure; he can be without riches and yet be a magnificent success.

I do not seek to decry the value of money or the advantages it affords, for it is essential, in a measured degree, to our material needs and well being. If a man owns money, and recognizes it as an instrument with which he can

make the world better, wiser or happier, it is good. But if the money owns the man—as is too often the case—it cannot be otherwise than bad for him and the rest of mankind.

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'Tis the ever moving, babbling brook that contains the purest living water. Death lurks in the stagnant pool. Activity is life, stagnation is death. The man who is inactive becomes unhealthy and each day is less able to cope with life and its duties. That which is a pleasure to the active man is oftentimes a task to him who has allowed his energy to wane.

"I have lived," says the indefatigable Dr. Clarke, "to know that the great secret of human happiness is this—never to suffer your energies to stagnate. The old adage of 'too many irons in the fire' conveys an abominable falsehood; you cannot have too many. Poker, tongs and all—keep them all going."

## A SOUND BODY ESSENTIAL TO SUCCESS IN LIFE.

He that has good health is rich, though he know it not.—ITALIAN PROVERB.

I honor health as the first muse, and sleep as the condition of health.—EMERSON.

Perhaps the greatest aid to success in life is good health and a sound, well-developed body. It is certainly true that there is nothing which can recompense us for its loss, and it is equally true that the sweetest joys of life cannot be realized without it.

Every young man starting out to achieve success in life should pay attention to the demands of the body; for without a sound body one cannot have a sound mind, and a sound mind is necessary for success.

Mental demands are raised to a perilous height now-a-days. The mad rush for wealth and fame is carried to an alarming extent. Men

in pursuit of fortune are blind to physical demands and mind activity is pushed too far, with the result that many successful business and professional men drop out of the race at an early age owing to nervous prostration and other ills, such as Bright's disease, heart failure, apoplexy, etc. For the nutrition of the brain nearly one-fourth of all the blood of the body is consumed, and when the brain is overworked it becomes incapable of recuperation by nutrition. Men who labor with the brain, as a rule, blindly and recklessly squander vital forces. A large number of the deaths we read about daily, result from a neglect of physical demands and a consequent drain of nervous forces.

Health ought to be almost an object of worship and the pursuit of it a duty for young and old. Wise educators no longer ignore the body, and many colleges have embodied physical culture in their curriculum.

Every young man should continue to take physical exercise after entering business life. It is only by doing so that the mind and body can be kept in perfect condition. Prof. Leonard

Smith asserts that regular physical exercise keeps up a healthy tone of the system, removes the temptation for the use of stimulants, and that it aids temperance and morality—bringing about happiness and assuring a strong and hale posterity. Prof. Smith's endorsement ought to convince every thinking young man of the value of physical training.

Gladstone, the famous English statesman, is fond of saying that he owes his health, success and length of life to habitual physical exercise, and Talmage, the well-known divine, says: "In twenty years of professional life I have only missed one sermon through sickness, and I attribute it to taking regular physical exercise in a gymnasium and out-of-doors. And it is better than all the curatives on earth."

Thomas Carlyle, in an address to the students at Edinburgh, spoke the following earnest words: "Finally, I have one advice to give you which is practically of very great importance. You are to consider throughout, much more than is done at present, and what would have been a very great thing for me if I had been

able to consider, that health is a thing to be attended to continually; that you are to regard that as the very highest of all temporal things for you. There is no kind of achievement you could make in the world that is equal to perfect health. What to it are nuggets of gold?"

All engaged in sedentary occupations should spend at least two hours a day in a gymnasium, or in outdoor exercise which will require the exercise of all the muscles of the body. The gynasiums of to-day are perfectly safe places. Formerly the aim of the gymnast was to turn out men who could lift heavy weights and court death on the flying trapeze. Now-a-days all this is changed. Physical culture has become an art, and men and women of ability have made physical development a profession, and aim at making persons strong and healthy.

It is a mistake to think that only boys need to cultivate and exercise the body, for, while physical culture is especially beneficial to the young, it is also essential to the welfare of the young professional and business man. Indeed, there is no limit to the age at which

modern physical exercise will do good. Another essential to health—which is too often ignored or neglected—is rest and sleep. On this subject Dr. J. C. Jackson remarks:

“As a habit and fashion with our people, we sleep too little. It is admitted by all those who are competent to speak on the subject, that the people of the United States, from day to day, not only do not get sufficient sleep, but they do not get sufficient rest. By the preponderance of the nervous over the vital temperament, they need the recuperating benefits which sleep can afford during each night as it passes. A far better rule would be to get at least eight hours' sleep, and, including sleep, ten hours of recumbent rest. It is a sad mistake that some make, who suppose themselves qualified to speak on the subject, in affirming that persons of a highly wrought, nervous temperament need—as compared with those of a more lymphatic or stolid organization—less sleep. The truth is, that where power is expended with great rapidity, by a constitutional law, it is regathered slowly; the reaction, after

a while demanding much more time for the gathering up of new force than the direct effort demands in expending that force.

"Without the proper amount of sleep," says Prof. Hubland, "the vital energy is dried up and withered, and we waste away as a tree would, deprived of the sap that nourishes it. The physical effects of sleep are that it retards all the vital movements, collects the vital power and restores what has been lost in the course of the day, and separates us from what is useless and pernicious. It is, as it were, a daily crisis, during which all secretions are reformed in the greatest tranquility and perfection."

Great men have almost invariably been great sleepers. General Grant used to say that he required nine hours' sleep to keep him in condition for the hard work of his campaigns. William Pitt was a sound sleeper, and is said to have slept night after night in the House of Commons while his colleagues watched the debates and roused him when it was necessary for him to speak. And Napoleon is said to have been able to sleep soundly on the eve of an

approaching battle, upon the result of which depended the fate of his armies.

Nothing is more essential to life than health. Man's destiny, as regards the body, is to a great extent in his own keeping. Unless disease is inherited, every mortal is born into the world physically healthy, and if proper attention be given to physical demands, will in all probability reach old age; but if neglected, premature death surely comes, for when disease attacks the frame there is not sufficient strength to resist it. Hence it is of great importance that every young man starting out to win success in life should study his body and pay careful attention to its demands. Health is of more value than wealth, for without health one cannot enjoy wealth if he has it.

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We hear a great deal about the "vile body," and many are encouraged by the phrase to transgress the laws of health. But Nature quietly suppresses those who treat thus disrespectfully one of her highest products, and leaves the world to be peopled by the descendants of those who are not so foolish.—HERBERT SPENCER.

## THE INFLUENCE OF A GOOD WIFE.

“Whoso findeth a wife findeth a good thing, and obtaineth favor of the Lord.”

Probably there is nothing, aside from personal habits, which to so large a degree either contributes to or detracts from a man’s success, as woman’s influence. Well may a man, possessing a good wife, say:

“Her price is far above rubies.”

Married life has its cares, but also has its joys—joys which can come in no other way; and, if one is fortunate in the choice of a wife, the happiness it brings will more than compensate for increased responsibilities. Some one has written: “Of all the pleasures that endure in human life, none are more worthy of the pursuit of a rational creature than those which flow from mutual returns of conjugal

love. A happy marriage comprehends all the pleasures of friendship, all the enjoyments of sense and reason, and all the sweets of life."

Henry Ward Beecher said: "A bad woman is the worst thing in the world, and a good woman is the best thing in the world."

A man who has the right kind of a wife possesses one of the greatest aids to the successful surmounting of life's difficulties that could possibly be given him. But—and its an important word in this connection—if he is married unwisely; if he is not in sympathy with his wife, and she with him; if instead of mutual encouragement and support they follow different roads, or work against each other, then marriage is indeed a failure and life's path leads through a desert wilderness and under cloudy skies, instead of over green fields and beside laughing waters.

I question if there is a step in life upon which so much depends, which goes so far to make or mar the future of both sexes, and has an equal influence in determining the worth or worthlessness of succeeding generations as this mat-

ter of marriage. Married not mated, brings the verdict of failure to thousands of people, the natural product of hasty, unwisely considered, or so-called marriages of convenience.

In "The Economy of Human Life" is contained the following advice:

"Take unto thyself a wife, but examine with care, and fix not suddenly; on thy present choice depends the future happiness of thee and thy posterity. If much of her time is destroyed in dress and adornments; if she is enamoured with her own beauty and delighted with her own praise; if she laugheth much and talketh loud; if her foot abideth not in her father's house, and her eyes with boldness rove on the faces of men; though her beauty were as the sun in the firmament of heaven, turn thy face from her charms, turn thy feet from her paths, and suffer not thy soul to be ensnared by thy imagination. But when thou findest sensibility of heart joined with softness of manners; an accomplished mind with a form agreeable to thy fancy, take her home to thy house—she is worthy to be thy friend and companion."

“Reprove her faults with gentleness; exact not her obedience with rigor; trust thy secrets in her heart, her counsels are sincere, thou shalt not be deceived.”

\* \* \* \* \*

“She is the wife of thy bosom, treat her with love; she is the mistress of thy house, treat her with respect; she is the mother of thy children, be faithful to her bed.”

N. S. Stowell, in an article on domestic happiness, says:

“A woman who is confided in and trusted will, as a rule, feel quite as much pride in, and interest for her husband’s prosperity as he himself does, and it is almost always possible, when business is depressed, for a well-informed woman to curtail expenses and suit her demands to the exigencies of the situation. But where there is no understanding or confidence, where money is literally doled out, and that, too, in the most grudging manner, a feeling of resentment springs up, and the idea prevails that there must be just so much contention anyway in order to get what is required. Under such

circumstances there is no wonder if the demands are excessive and infelicities follow fast upon one another's heels.

The money question, more than any other, is responsible for the reluctance of woman to marry and their ambition to provide a competence for themselves."

A man will receive the greatest benefit and happiness from his wife only as he appreciates her worth, and shows her that he does appreciate her worth. Many a man has wrecked success in life by failing to do this, and no man can have a part in the supreme happiness he might otherwise have enjoyed, if his own acts are not in harmony with the woman he has promised before God to love and cherish.

Gladstone pays the following tribute to his wife:

"No words that I could use would ever suffice to express the debt I owe her in relation to all the offices that she has discharged on my behalf, and on behalf of those that are nearest and dearest to us, during the long and happy period of our conjugal union."

From a quaint little book entitled, "Whispers to a Newly Married Pair," which was published many years ago, I quote this paragraph:

"Make it an established rule to consult your wife on all occasions. Your interest is hers; and undertake no plan contrary to her advice: for there is in a woman an intuitive quickness, a sagacity, a penetration, a foresight into the probable consequences of an event, that make her peculiarly calculated to give her opinion and advice."

To marry, and marry wisely, is a duty of every well-balanced, healthy man—when circumstances will permit. It is not only a duty to himself, but a duty which he owes to society and posterity. But to a man whose soul is so indefinitely small that he looks upon marriage simply as a means of accomplishing his own selfish purposes; who thinks that because a woman has consented to marry him that she is his property, to do with as he pleases, and that when she so consents, she then and there forfeits all her personal rights, we would say: don't marry; don't even think of it. It is bet-

ter that a man of your mental calibre remain single to the end of the chapter.

If we are agreed that the sweetest of all earthly pleasures is found in the home life—and it is the bad man only who dares to dissent—the man who has no power of absorption for the simple and pure joys of life, but seeks his pleasures in dissipations and excesses of the world outside his home—then we are ready to admit it is invariably the wife and mother who contributes most largely to make the home happy. The husband and father, also the children, are large factors in and contributors to the general happiness; but the wife, and pre-eminently the mother, is the crowned queen of the home circle; and with what gentle, loving and graceful sway she rules her subjects! Who ever thinks of disputing her mild decrees? How we all honor and cherish and love her; with what graceful tact she disperses the ripples of discontent and smooths away the roughness that comes from contact with the world outside of home. What ready sympathy she has for all our worries and troubles, be they

small or great, and with gentle, loving words of counsel unravels the tangles, makes smooth the rough places and wins us into forgetfulness of self, and, in a word, makes our home a haven of rest and love and joy and peace; a refuge to which we turn as gladly as ever did devotee to his Mecca, or pilgrim to his shrine.

For such homes, and from the direct outcome of such women's hallowed influence, comes all that is best in social, political and economic reform. Multiply such homes, and the measure of their increase is the measure of the solution of those great questions which bear so heavily upon the betterment of the human race. The sanctity of the home then becomes the safeguard of the town, city, state and nation. Is it not truly so in a large measure to-day? If ever the drink habit is conquered, it will be, under God, largely from the wife and mother influence radiating from the pure home and disseminated by the husband and children of such women.

Think of these things, my young friends; there is no matter that will confront you in a

lifetime more important or fraught with larger consequences. In all marriages, happiness is the desideratum, but the matter is broader than individual happiness or family happiness. You are but a unit in your community, yet if the Master knew what He was talking about when He said that "A little leaven leaveneth the whole lump," it is in your power to sweeten the whole baking. If you make no mistake, marry the right person, at the right time and live a right life, you will have a happy home, a happy life, and will have contributed to the world's happiness. Living, you will be honored: dying, you will be missed. And if you have failed of the Utopian idea of success—the dream of your youth—the brightness, the calm, the peace, the purity and the happiness you do enjoy, mark a success more true, more real and more lasting than any that can come from mere money-getting or from fame or any of the so-called successes for which men barter happiness.

## THE RICH AND GREAT NOT ALWAYS HAPPY.

Col. Ingersoll, in one of his lectures, says:

"Some people tell me, 'your doctrine about loving, and wives, and all that, is splendid for the rich, but it won't do for the poor.' I tell you to-night there is more love in the homes of the poor than in the palaces of the rich. The meanest hut with love in it is a palace fit for the gods, and a palace without love in it is a den only fit for wild beasts. That is my doctrine. You cannot be so poor that you cannot help somebody. Good nature is the cheapest commodity in the world; and love is the only thing that will pay ten per cent. to borrower and lender both. Do not tell me you have got to be rich. We have a false standard of greatness in the United States. We think here that

a man must be great, that he must be wise, that he must be notorious; that he must be extremely wealthy, or that his name must be on the putrid lips of rumor. It is all a mistake. It is not necessary to be rich or great, or to be powerful, to be happy. The happy man is the successful man. Happiness is the legal tender of the soul. Joy is wealth.

“A little while ago I stood by the grave of the old Napoleon—a magnificent tomb of gilt and gold, fit almost for a dead deity—and gazed upon the sarcophagus of black Egyptian marble, where rests at last the ashes of that restless man. I leaned over the balustrade and thought about the career of the greatest soldier of the modern world. I saw him walking over the banks of the Seine, contemplating suicide. I saw him at Toulon. I saw him putting down the mob in the streets of Paris. I saw him at the head of the army in Italy. I saw him crossing the bridge of Lodi with the tricolor in his hand—I saw him in Egypt in the shadow of the pyramids—I saw him conquer the Alps and mingle the eagles of France with the eagles of

the crags. I saw him at Marengo—at Ulm and Austerlitz. I saw him in Russia, where the infantry of snow and the cavalry of wild blasts scattered his legions like winter's withered leaves. I saw him at Liepsic in defeat and disaster driven by a million bayonets back upon Paris, clutched like a wild beast, banished to Elba. I saw him escape and take an empire by force of his genius. I saw him on the frightful field of Waterloo, where chance and fate combined to wreck the fortune of their former king; and I saw him at St. Helena, with his hands crossed behind him, gazing out upon the sad and solemn sea.

“I thought of the orphans and widows he had made, of the tears that had been shed for his glory, and of the only woman who had ever loved him—pushed from his heart by the cold hand of ambition—and I said I would rather have been a French peasant and worn wooden shoes; I would rather have lived in a hut with a vine growing over the door, and the grapes growing purple in the kisses of the autumn sun. I would rather have been that

poor peasant, with my loving wife by my side, knitting as the day died out of the sky—with my children upon my knees and their arms about me—I would rather have been that man and gone down into the tongueless silence of the dreamless dust, than to have been the imperial personation of force and murder.”

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Each excellent thing once well learned serves for a measure of all other knowledge.—SIR PHILIP SIDNEY.

Self-reverence, self-knowledge, self-control,  
These three alone lead life to sovereign power.

And, because right is right, to follow right  
Were wisdom in the scorn of consequence.

—TENNYSON.

A peace above all earthly dignities—  
A still and quiet conscience.

—HENRY VIII.

“The soul of the sluggard desireth, and hath nothing; but the soul of the diligent shall be made fat.”

“It is not ease, but effort—not faculty, but difficulty, that makes men.”

“Diligence is the mother of good luck, and God gives all things to industry.”

## S U M M A R Y.

The author takes it for granted that the reader who has accompanied him thus far in his efforts, desires success in life, and that he has realized that such success depends upon following certain rules, and working upon specific principles; and, also, that he has concluded that the road before him is often a long and tedious one to travel before he can hope to gain the goals of contentment, ease and happiness.

The author hopes that the roads to be followed, and the directions for traveling them, have been pointed out in a manner sufficiently clear to prevent serious mistakes. But there may be some who desire a briefer set of rules. To such he would say, if you have inherited good health and a sound body, thank God and your parents for them, and show your appreciation

of them and their priceless value by living in a manner that will be conducive to their long continuance. But if you have inherited a weaker constitution, a physique less robust, strive to add to their strength and capacity by judicious exercise and by avoidance of all excesses and dissipations.

Study your inclinations and capabilities until you are reasonably sure of what you can do best, and then put forth your best efforts to gain a practical knowledge of the vocation you purpose following. You may well believe that you cannot acquire too much of such knowledge, and life is too short to squander any time, in what must be a fruitless endeavor, to master anything of moment outside of the vocation you have already considered and determined to make your life work.

Be honest and true to yourself, upright and faithful with your fellowmen—not because it is the “best policy” so to be, but because it is right. Anything worth calling success cannot be attained by “crooked” dealings or “shady” transactions. Bear this in mind: there are but

two ways to do anything—there is no half way between right and wrong; give the wrong way no thought, for a false step once taken makes the next step more easy and you will surely find it easier to prevent false steps than to retrace them.

Don't drink liquors or use narcotics except by the advice of a physician, and should their aid be necessary to fight disease, discontinue their use when that necessity is removed. Alcohol is the devil's chief executive and tobacco is his prime minister. Both of them are robbers who, under the guise of frendship and good cheer, will cheat you out of all that is sweetest and dearest in life; their methods of procedure are so well planned and so smoothly executed that their real work is little suspected until the chains of habit are forged and fastened upon the victim, and then, alas, it is too late to escape.

Be cautious in all you do or say. Rash acts and hasty words often undo in a moment work that you have labored long to accomplish. Remember that every act, every word, every

thought has its effect; no deed is so small that it fails entirely of result, and it is safe for you to compute interest in advance of the time it naturally becomes due.

Do your best at all times and don't allow yourself to worry; worry exhausts more brain-force and does far more damage to the nervous system than would ten times the same force put into work; it cannot fail to do you permanent injury and detract from your usefulness to others.

Shun evil companions; no good can come to you through their influence, and harm must come from their immoral practices; seek the society of good people, they will strengthen you; associate with those older in wisdom than yourself, it will tend to elevate you.

Respect yourself and you will be respected. Your private life will make itself felt in your business life; no square-dealing man is ever inclined to entrust his business to a man whose private life will not bear close investigation.

Good clothes are a badge of respectability, therefore dress as well as you can afford, other

things being equal they will give you a standing among your associates which carelessness in dress will detract from.

Don't under estimate the value of friendship; a friend—who is tried and true—is a possession to be guarded with the greatest care; and one cannot expect to make or retain friends unless he cultivates the virtues which attract others to him.

Fear nothing but the consequences of wrong-doing; always fear these, for “Time is the old justice that examines all offenders.”

Keep your own secrets. “Thy friend has a friend, and thy friend’s friend a friend. Be discreet.”

Marry a true woman; be a good husband, and have a home of your own.



## CONCLUSION

This book is neither fiction nor legend. It consists of facts founded on the experience and conclusions of some of the greatest and wisest of men. That it will accomplish its mission is the earnest hope of the author. But all things must come to an end. Success—worldly success—is but temporary at best. The things we work the hardest to gain must, some day, be left behind forever. Death knocks at every man's door, irrespective of his bank account or his social standing. His Grimness never stops to ask about the one or the other. Death has no favorites, and no compunction. Neither can he be bribed. When he comes for us, and not until then, will we fully realize how we have builded. And then, as we stand face to face with the infinite and the eternal, shall be

determined the question of the success or the failure we have made of our lives.

Dear reader, we bid you farewell with these immortal lines of Bryant:

“So live, that when thy summons comes to join  
The innumerable caravan which moves  
To that mysterious realm where each shall take  
His chamber in the silent halls of death,  
Thou go not like the quarry-slave at night,  
Scourged to his dungeon; but sustained and soothed  
By an unfaltering trust, approach thy grave  
Like one who wraps the drapery of his couch  
About him, and lies down to pleasant dreams.”

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